



Mohamed SaadEldin

Business Manager

PROFILE

Professionally qualified Paints & Coatings Business development with more than eighteen years of experience. Proven abilities in defining company direction, achieving targets and developing new procedures, have long experience with key accounts in GCC and MENA region.

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EXPERIENCE

Senior Account Manager

RITVER COATINGS (RAR HOLDING GROUP)
2016 – Present

- *Territory and time management for the assigned customers/area.*
- *Investigate the economic conditions surrounding our business such as industry trends and competition.*
- *Conduct extensive market research prior to starting up the business and continue gathering information throughout the life of the business.*
- *Prepare a detailed business plan so we will not lose sight of our goals and objectives.*
- *Contact professionals such as an accountant, banker and/or lawyer to provide information for our business.*
- *Attend workshops, trade shows, and seminars to keep up-to-date on changes in the industry.*
- *Develop a situation analysis of the company SWAT to assist in the development of a strategic plan for the future of the business.*
- *Negotiating the terms of an agreement and closing sales.*
- *Assist in creating detailed proposal documents, often as part of a formal bidding process that is at times dictated by the prospective customer.*
- *Making accurate, rapid cost calculations and assist in providing customers with quotations on time. Pitching with the right price, not always giving the lowest quote.*
- *Liaising with sales coordinator to check the progress & monitor existing/pending orders.*
- *Reviewing own sales performance, aiming to meet or exceed targets.*

Deputy GM , BDM and Sales manager • *Territory and time management for the assigned customers/area.*
AKZONOBEL • *Investigate the economic conditions surrounding our business.*
2011–2016 • *Conduct market research prior to starting up the business.*
• *Prepare a detailed business plan so not to lose sight of our goals.*
• *Attend trade shows, and seminars to keep up-to-date.*
• *Develop a situation analysis of the company to assist in the development of a strategic plan for the future of the business..*
• *Making accurate, rapid cost calculations on time. Pitching with the right price, not always giving the lowest quote.*
• *Liaising with sales coordinator to check the progress of orders.*
• *Ensure outstanding collections are made on time with an aim at achieving zero bad debts for assigned customers.*
• *Reflecting clear image of client requirements to R&D team and sharing in developing his needs.*

Technical manager • *correcting any Malformed product corrective action .*
United Coating Industries • *Performing R&D activities, Formulating and pricing new Products.*
2006 – 2011 • *Follow up the raw materials.*
• *Applying professional procedures, qualicoat and ASTM.*
• *Raw materials procurements and new RMs developments.*
• *Maintenance following up and spare parts procurements.*
• *Domestic and export Customers Technical supporting.*
• *Following production operators and accomplishing their jobs according to time schedule.*
• *Preparing and following up production plan, production reports (weekly, monthly and yearly).*

Technical manager • *Performing R&D activities.*
EGYCOAT (TIGER COATING) • *Follow up the raw materials.*
1999 – 2006 • *Formulating and pricing new Products.*
• *Applying Tigerwerk production procedure and Qualicoat policies.*
• *Following up operators and accomplishing their jobs according to time schedule.*

QC In charge • *Performing QC tests According to British Pharmacopoeia.*
CitroMisr Citric Acid • *Raw materials checking up.*
1999 – 1999 • *Applying VogelBusch quality policies.*
• *Maintaining the instruments software.*
• *Following up the sampling procedure.*

QC Chemist & Formulator • *Performing QC tests*
Al Shrif Plastic Industries • *Formulating Plastic formulas according to the customers' specifications*
1998 – 1999 • *Research and Developments*
• *Following up operators and accomplishing their jobs according to time schedule.*

IT SKILLS

WORD	
EXCEL	
ACCESS	

POWERPOINT	
visual studio.net	
Miscellaneous tools	

EDUCATION

Faculty of science, Ain-Shams University

Bachelor of Chemistry
1994 - 1998

Graduation degree *Very Good.*

SIGNIFICANT SKILLS AND ACHIEVEMENTS

- **QualiCoat approval for EgyCoat , UCIcoat**
- **Good experience in using alternative raw materials** with lower prices and good quality from eastern sources.
- **Building a life powder coatings business for Akzonobel** from scratch all over KSA and Bahrain, in few months.
- **Special products formulas and production processes** (FBE coating, UV coat , Polyurethane , dead matt , metallic finishes , clear coat , pearl finishes , sandy , burn , hummer finishes , large granular antique,...etc).
- **Extensive information on most of paints such as alkyds, latex, solvent and water born, ...etc**

- **Long experience with machinery like Buss, ENTEX,** Chinese (single, twin, planetary kneading), MIXACO **Mixers, HOSOKAWA, chillers , air compressors, ...etc**
- **A team player to sign a powerful contract for** supplying 500MT annually from Akzonobel (Egypt) to ALUPCO in Saudi Arabia, and built a close relationship with them.
- **conducted first AN market survey for powder** coating market in Saudi Arabia.
- **rebuilt the damaged relationship with customers in** UAE and revived a lot of valuable accounts.

LANGUAGES

ARABIC (Native)

Reading: *Fluent.*
Writing: *Fluent.*
Speaking: *Fluent.*
Listening: *Fluent.*

ENGLISH

Reading: *Excellent.*
Writing: *Excellent.*
Speaking: *Excellent.*
Listening: *Excellent.*